

RAJESH KUMAR K

Location: Tamil Nadu, India

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PROFILE SNAPSHOT

- Results-driven Product Manager / Agile Leader with 12+ years of combined expertise, including 6+ years each in Product/Agile Centric Development acumen and customer/business-centric acumen.
- Experience in Agile methodologies, Scrum, and SAFe frameworks. Proven track record in driving Agile transformations, facilitating Scrum events, and coaching cross-functional teams to deliver high-impact software solutions.
- Expertise in stakeholder management, risk mitigation, backlog prioritization, and process optimization to enhance team performance and business agility.
- Adept at leveraging tools such as JIRA, Confluence, and Azure DevOps to enable transparency, track progress, and optimize delivery pipelines.
- Passionate about mentoring teams, improving collaboration, and fostering a culture of continuous improvement.
- Seeking to contribute my expertise in Agile coaching and servant leadership to empower teams at Telstra and drive digital transformation initiatives.

KEY AREAS OF EMPHASIS

Product Management	Go-to-Market (GTM) Strategy	Client Relations & Account Management
SaaS Product Management	Product Roadmaps	P&L Analysis
Agile & SAFe Methodologies	API Integration & Workflow Automation	Market Research
Business Analysis	Product Analytics	Project Management
Cross-functional Team Leadership	Low-Code Technologies	Lead Generation & Digital Marketing
Sprint Planning & Execution	Scrum Facilitation & Coaching	Stakeholder & Change Management
Product Backlog Prioritization	Risk Management & RAID Log Handling	PI Planning & Iteration Execution

Technical Skills

Project Management Tools:	Jira, Confluence, Trello, Monday, Freshdesk, Notion
Product Analytics:	Heap, MixPanel, Pendo
Design Tools:	Figma, Mural, Canva, draw.io, Miro
Automation Applications:	Pega, Exterro-Low Code Framework, SFA, DMS, CRM

PROFESSIONAL EXPERIENCE

Exterro R&D Private Limited, India | Nov 2021 – Till Date

Product Manager

- Overseeing multiple modules of eDiscovery Legal Governance and Risk Compliance Software, ensuring seamless functionality and compliance with industry standards.
- Leading a comprehensive SaaS re-architecture initiative, incorporating innovative low-code technologies to enhance system performance and user experience.
- Collaborating closely with cross-functional teams, including engineering, sales, and project management, to accelerate product roadmaps and address critical feature gaps.
- Conducting in-depth customer requirement analysis and implementing rigorous API testing to ensure adherence to stringent compliance standards.
- Providing expert migration support to smoothly transition multiple solutions to Exterro's platform while utilizing advanced product analytics for insightful user flow and click metrics research.
- Spearheaded Agile adoption and transformation, coaching teams on Scrum, SAFe, and Agile best practices to improve delivery efficiency.
- Facilitated Sprint Planning, Daily Standups, Sprint Reviews, and Retrospectives to ensure alignment with business objectives and seamless execution.

- Led cross-functional teams in delivering eDiscovery Legal Governance and Risk Compliance software solutions, driving a 20% improvement in sprint velocity.
- Partnered with Product Owners to refine the product backlog, prioritize user stories, and ensure timely and high-quality product releases.
- Managed RAID logs, proactively identifying and mitigating project risks to prevent delivery roadblocks

Blazing Coders, India | Apr 2021 – Oct 2021

Business Solutions Consultant

- Conducted thorough business analysis and documented detailed requirements while developing comprehensive user manuals for custom ERP, e-commerce and web solutions.
- Led wireframe design sessions and coordinated sprints for successful product iterations.
- Acquired and managed client accounts, focusing on the dynamic education, healthcare, and travel sectors.
- Created engaging social media content and effectively promoted brand visibility through innovative digital channels.

C.R.I. Pumps Pvt. Ltd, India | Apr 2015 – Mar 2021

Assistant Manager

- Managed successful e-commerce solutions and digital transformation initiatives, including innovative mobile app development and impactful IoT product launches.
- Developed and implemented efficient CRM automation software to streamline new business lead management processes.
- Coordinated proposal creation and building strong client relationships across key urban and Tier-II/III markets across India.
- Delivered tailored business reports and presented valuable insights to leadership teams, aiding in strategic decision-making.
- Led digital transformation efforts, training teams on Scrum best practices and improving sprint planning effectiveness.

J-Technologies India Ltd., India | Jun 2011 – Mar 2015

Business Development Manager

- Spearheaded comprehensive product development, innovative pre-sales, and effective post-sales activities for GPS vehicle tracking and ERP solutions.
- Enhanced customer acquisition through targeted campaigns and strategic stakeholder engagement.
- Identified new business opportunities and implemented impactful strategic initiatives to drive market expansion.
- Managed digital transformation initiatives, including CRM automation and Agile adoption in software development projects.
- Collaborated with senior stakeholders to drive process improvements, increasing operational efficiency by 30%.

EDUCATION

Master of Business Administration from Sri Ramakrishna Institute of Technology - Anna University, India (2011)

Bachelor of Computer Technology from Sri Krishna College of Engineering and Technology, Anna University, India (2009)

CERTIFICATIONS

- **Enterprise Design Thinking Practitioner** from IBM
- **Generative AI Overview for Project Managers**
- **Product Discovery Micro-Certification (PDC)** from Product School
- **Product Analytics Micro-Certification (PAC)** from Product School
- **Figma to Lottie Course** from Lottie Files
- **Fundamentals of Digital Marketing** from Google Digital Garage
- **Google Cybersecurity Professional** from Coursera (Google)